

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 ARA-06 L-03 COME-00 TRSE-00

OMB-01 CIAE-00 INR-07 NSAE-00 SP-02 H-02 PA-01 PRS-01

USIA-06 /049 W

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R 250940Z JUN 75

FM AMEMBASSY MADRID

TO SECSTATE WASHDC 2261

C O N F I D E N T I A L MADRID 4418

E.O. 11652: GDS

TAGS: ETRD, SP, CU

SUBJ: CUBA TRADE: CHRYSLER ESPANA SALE TO CUBA

REF: STATE 139537, MADRID 3836, 1701, 187,
8061 (26 DEC. 74), 7960 (20 DEC. 74)

1. STATE'S REQUEST FOR ADDITIONAL INFORMATION ON THIS SUBJECT (STATE 139537) LEADS EMBASSY TO REVIEW SUBSTANCE OF PREVIOUS MESSAGES ON GENERAL TOPIC SPANISH TRADE WITH CUBA. NEW TRADE AGREEMENT (MADRID 7960) COVERS SUBSTANTIAL SPANISH PURCHASE OF CUBAN SUGAR TO SUPPLEMENT WOEFULLY INADEQUATE DOMESTIC SUPPLY. SPAIN HARD PRESSED FIND SUFFICIENT GOODS TO PAY FOR SUGAR. THUS GOS STRONGLY URGING MAJOR FIRMS MAKE EVERY EFFORT SUPPLY CUBAN MARKET. GIVEN EXTENSIVE U.S. INVESTMENT IN SPANISH INDUSTRY, EMBASSY HAS ANTICIPATED SUCH PRESSURE REACHING U.S. CONNECTED FIRMS. TWO INSTANCES BROUGHT TO EMBASSY ATTENTION SO FAR THIS YEAR: (1) CUBATEX OFFER TO BUY \$300,000 WORTH OF GOODS FROM GENERAL TIRE SUBSIDIARY (MADRID 1701); AND (2) CURRENT BARREIROS OFFER BUY 70 DODGE HEARSEs FROM CHRYSLER ESPANA FOR SHIPMENT TO CUBA (MADRID 3836).

2. CHRYSLER HAS INFORMED EMBASSY THAT IN FACT ORIGINAL STIMULUS FOR BARREIROS HEARSE PROPOSAL CAME FROM GOS.
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CHRYSLER PRESIDENT ESTANISLAO CHAVES SAID HE INFORMED MIN

COMM CERON JUNE 11 THAT ACCORDING TO HIS SOURCES WASHINGTON HAS NOT APPROVED SALE AND THAT CERON'S REACTION WAS HEATED.

3. EMBASSY HAS NOT RECEIVED ANY APPROACH ON SITUATION FROM OFFICIAL GOS SOURCE. MIN COMM CERON HAD OPPORTUNITY BUT DID NOT RAISE MATTER ON TWO OCCASIONS HE HAS MET WITH AMBASSADOR SINCE JUNE 11. HOWEVER, CHRYSLER NOW PLANS TO INFORM BARRIROS IT WILL BE UNABLE COMPLETE SALE. SINCE BARREIROS IS ACTUAL VENDOR TO CUBA, IT MAY WELL PUSH CASE AS UNJUST INTERFERENCE WITH OPERATIONS OF SPANISH FIRM, URGE GOS TO PRESS MATTER OFFICIALLY WITH USG, AND TAKE CASE TO MEDIA AS WELL.
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